



NORTHEAST ASSOCIATION OF
REALTORS®

June 2019 Housing Data

NEAR Region and individual city and town reports



Northeast Association of REALTORS®
6 Liberty Way, Suite 204
Westford, MA 01886
O: 978-577-6138/F: 978-577-6156
www.NortheastRealtors.com



Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 10.8%

+ 2.5%

- 13.1%

Year-Over-Year
Change in
Closed Sales
All Properties

Year-Over-Year
Change in
Median Sales Price
All Properties

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 437 | 517 | + 18.3% | 2,019 | 2,196 | + 8.8% |
| Closed Sales | 458 | 429 | - 6.3% | 1,695 | 1,703 | + 0.5% |
| Median Sales Price* | \$470,000 | \$455,000 | - 3.2% | \$430,000 | \$440,000 | + 2.3% |
| Inventory of Homes for Sale | 746 | 639 | - 14.3% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 2.0 | - 13.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 40 | 38 | - 5.9% | 50 | 53 | + 7.9% |
| Percent of Original List Price Received* | 100.4% | 99.4% | - 1.0% | 99.0% | 98.2% | - 0.9% |
| New Listings | 598 | 559 | - 6.5% | 2,597 | 2,705 | + 4.2% |

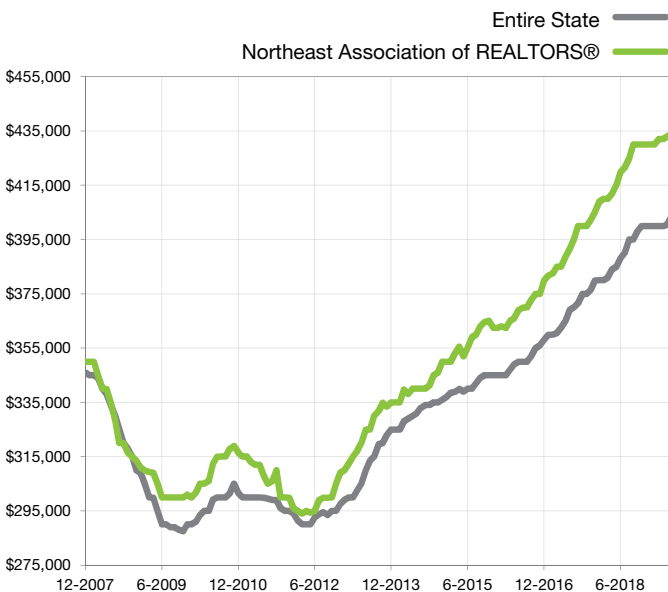
Condominium Properties

| | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 180 | 153 | - 15.0% | 898 | 875 | - 2.6% |
| Closed Sales | 207 | 164 | - 20.8% | 769 | 728 | - 5.3% |
| Median Sales Price* | \$264,780 | \$287,500 | + 8.6% | \$240,000 | \$268,000 | + 11.7% |
| Inventory of Homes for Sale | 225 | 205 | - 8.9% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 1.5 | - 9.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 31 | 37 | + 17.5% | 43 | 47 | + 9.1% |
| Percent of Original List Price Received* | 100.1% | 99.7% | - 0.3% | 99.8% | 99.0% | - 0.8% |
| New Listings | 171 | 156 | - 8.8% | 1,050 | 981 | - 6.6% |

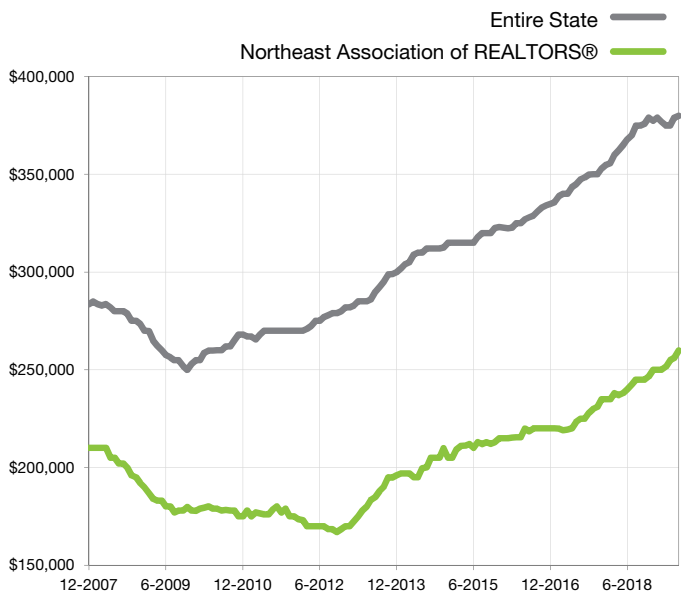
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Billerica

Single-Family Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 45 | 54 | + 20.0% | 194 | 240 | + 23.7% |
| Closed Sales | 40 | 47 | + 17.5% | 161 | 186 | + 15.5% |
| Median Sales Price* | \$503,000 | \$462,000 | - 8.2% | \$450,000 | \$475,000 | + 5.6% |
| Inventory of Homes for Sale | 64 | 48 | - 25.0% | -- | -- | -- |
| Months Supply of Inventory | 2.0 | 1.5 | - 25.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 36 | 23 | - 36.1% | 41 | 54 | + 31.7% |
| Percent of Original List Price Received* | 101.3% | 101.8% | + 0.5% | 100.4% | 99.3% | - 1.1% |
| New Listings | 67 | 57 | - 14.9% | 232 | 275 | + 18.5% |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

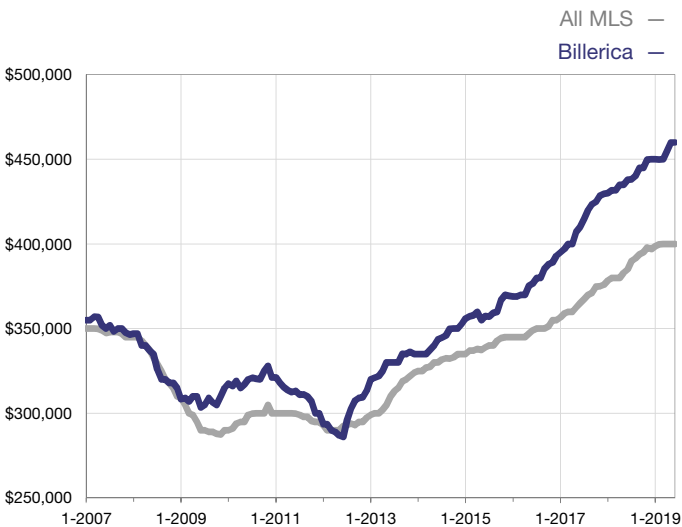
Condominium Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 10 | 5 | - 50.0% | 37 | 38 | + 2.7% |
| Closed Sales | 4 | 6 | + 50.0% | 35 | 36 | + 2.9% |
| Median Sales Price* | \$412,500 | \$322,950 | - 21.7% | \$305,500 | \$324,450 | + 6.2% |
| Inventory of Homes for Sale | 9 | 5 | - 44.4% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 0.7 | - 58.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 34 | 22 | - 35.3% | 24 | 30 | + 25.0% |
| Percent of Original List Price Received* | 101.2% | 99.0% | - 2.2% | 101.5% | 99.7% | - 1.8% |
| New Listings | 13 | 6 | - 53.8% | 45 | 36 | - 20.0% |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

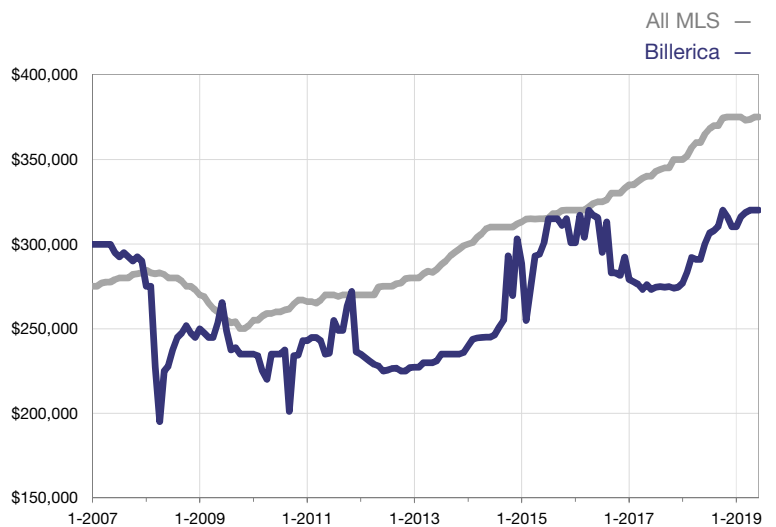
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Boxford

Single-Family Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 12 | 23 | + 91.7% | 56 | 76 | + 35.7% |
| Closed Sales | 10 | 14 | + 40.0% | 49 | 47 | - 4.1% |
| Median Sales Price* | \$784,450 | \$721,500 | - 8.0% | \$701,000 | \$675,000 | - 3.7% |
| Inventory of Homes for Sale | 56 | 24 | - 57.1% | -- | -- | -- |
| Months Supply of Inventory | 5.3 | 2.5 | - 52.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 129 | 33 | - 74.4% | 126 | 78 | - 38.1% |
| Percent of Original List Price Received* | 98.5% | 98.1% | - 0.4% | 95.7% | 95.5% | - 0.2% |
| New Listings | 28 | 18 | - 35.7% | 96 | 92 | - 4.2% |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

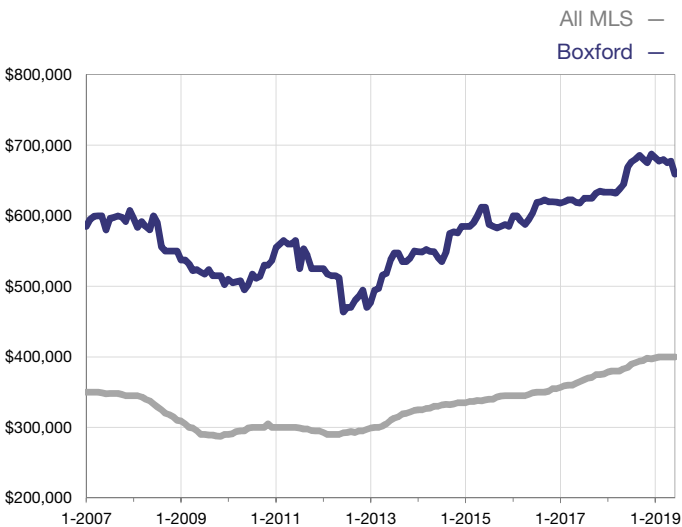
Condominium Properties

| Key Metrics | June | | | Year to Date | | |
|--|------|-------------|-------|--------------|-------------|-------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 0 | 0 | -- | 0 | 0 | -- |
| Closed Sales | 0 | 0 | -- | 0 | 0 | -- |
| Median Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Inventory of Homes for Sale | 1 | 1 | 0.0% | -- | -- | -- |
| Months Supply of Inventory | 0.0 | 0.0 | -- | -- | -- | -- |
| Cumulative Days on Market Until Sale | 0 | 0 | -- | 0 | 0 | -- |
| Percent of Original List Price Received* | 0.0% | 0.0% | -- | 0.0% | 0.0% | -- |
| New Listings | 0 | 0 | -- | 0 | 0 | -- |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

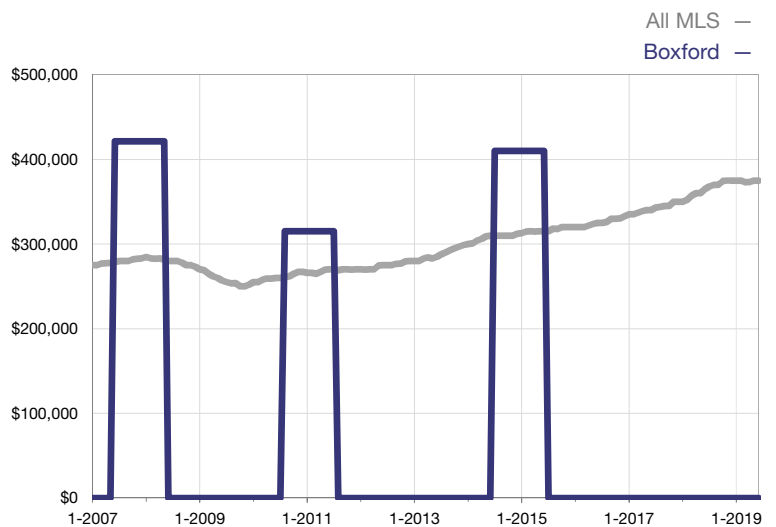
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Carlisle

Single-Family Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 5 | 11 | + 120.0% | 40 | 53 | + 32.5% |
| Closed Sales | 11 | 11 | 0.0% | 37 | 41 | + 10.8% |
| Median Sales Price* | \$800,000 | \$939,000 | + 17.4% | \$839,900 | \$900,000 | + 7.2% |
| Inventory of Homes for Sale | 41 | 35 | - 14.6% | -- | -- | -- |
| Months Supply of Inventory | 6.6 | 5.2 | - 21.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 46 | 46 | 0.0% | 92 | 74 | - 19.6% |
| Percent of Original List Price Received* | 96.1% | 99.3% | + 3.3% | 94.8% | 98.7% | + 4.1% |
| New Listings | 12 | 17 | + 41.7% | 75 | 83 | + 10.7% |

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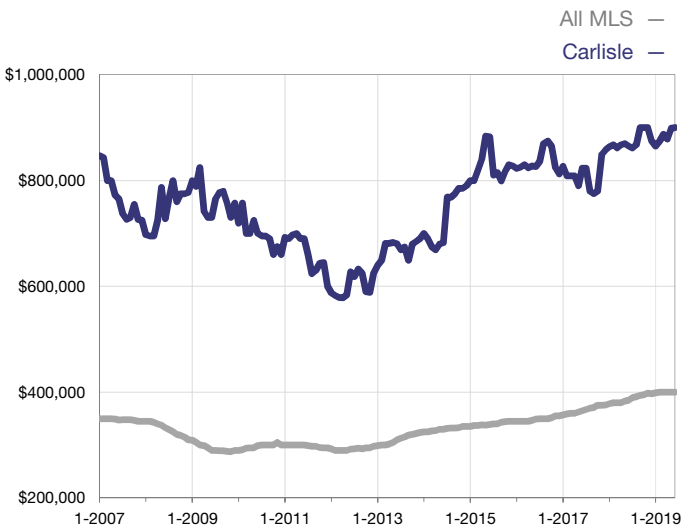
Condominium Properties

| Key Metrics | June | | | Year to Date | | |
|--|------|------------------|----------|--------------|------------------|----------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 1 | 0 | - 100.0% | 3 | 3 | 0.0% |
| Closed Sales | 0 | 1 | -- | 1 | 7 | + 600.0% |
| Median Sales Price* | \$0 | \$978,245 | -- | \$859,000 | \$973,907 | + 13.4% |
| Inventory of Homes for Sale | 2 | 3 | + 50.0% | -- | -- | -- |
| Months Supply of Inventory | 1.3 | 2.3 | + 76.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 0 | 46 | -- | 493 | 29 | - 94.1% |
| Percent of Original List Price Received* | 0.0% | 104.1% | -- | 92.5% | 104.1% | + 12.5% |
| New Listings | 0 | 0 | -- | 4 | 5 | + 25.0% |

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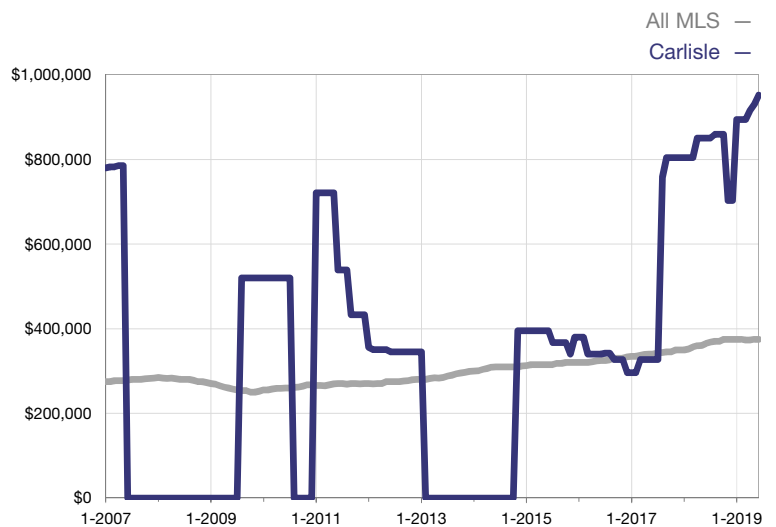
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Chelmsford

Single-Family Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 44 | 42 | - 4.5% | 168 | 192 | + 14.3% |
| Closed Sales | 41 | 36 | - 12.2% | 133 | 168 | + 26.3% |
| Median Sales Price* | \$452,500 | \$472,500 | + 4.4% | \$452,500 | \$454,750 | + 0.5% |
| Inventory of Homes for Sale | 49 | 42 | - 14.3% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 1.4 | - 17.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 30 | 29 | - 3.3% | 38 | 53 | + 39.5% |
| Percent of Original List Price Received* | 99.9% | 100.0% | + 0.1% | 99.6% | 97.8% | - 1.8% |
| New Listings | 59 | 48 | - 18.6% | 205 | 212 | + 3.4% |

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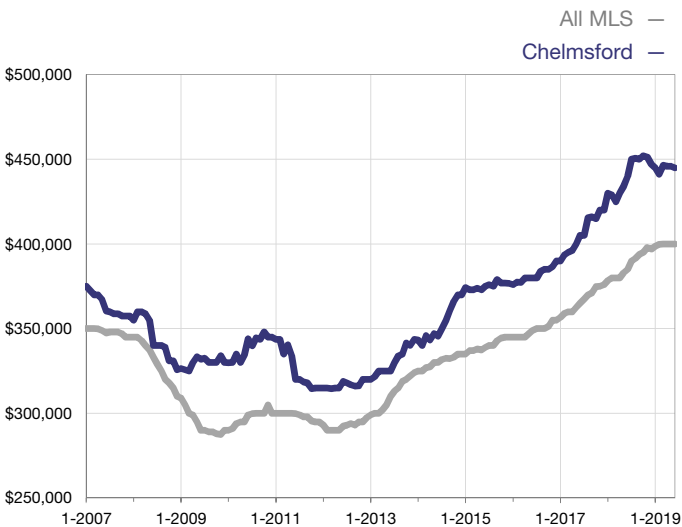
Condominium Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 22 | 18 | - 18.2% | 94 | 116 | + 23.4% |
| Closed Sales | 21 | 19 | - 9.5% | 69 | 82 | + 18.8% |
| Median Sales Price* | \$285,000 | \$295,000 | + 3.5% | \$280,000 | \$280,000 | 0.0% |
| Inventory of Homes for Sale | 26 | 20 | - 23.1% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 1.2 | - 36.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 34 | 43 | + 26.5% | 35 | 47 | + 34.3% |
| Percent of Original List Price Received* | 100.3% | 100.1% | - 0.2% | 100.0% | 98.3% | - 1.7% |
| New Listings | 25 | 25 | 0.0% | 121 | 126 | + 4.1% |

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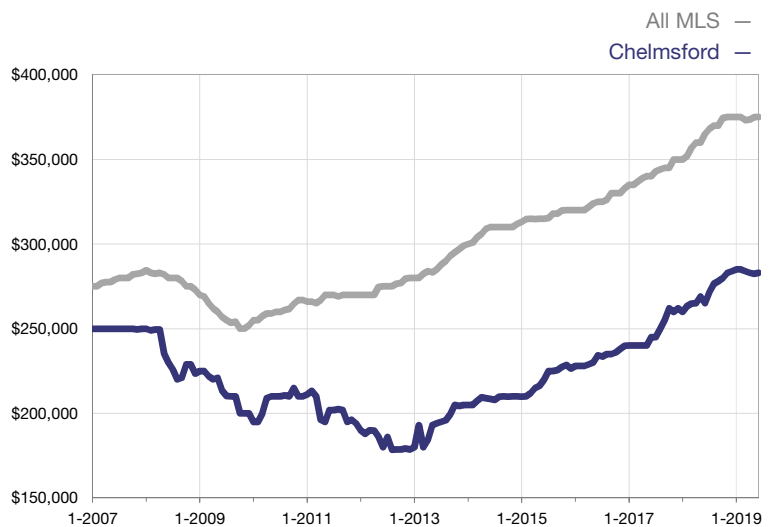
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dracut

Single-Family Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 42 | 49 | + 16.7% | 157 | 173 | + 10.2% |
| Closed Sales | 31 | 26 | - 16.1% | 131 | 126 | - 3.8% |
| Median Sales Price* | \$369,500 | \$390,000 | + 5.5% | \$360,000 | \$378,500 | + 5.1% |
| Inventory of Homes for Sale | 40 | 33 | - 17.5% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 1.2 | - 25.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 40 | 36 | - 10.0% | 46 | 39 | - 15.2% |
| Percent of Original List Price Received* | 101.9% | 99.1% | - 2.7% | 99.3% | 98.7% | - 0.6% |
| New Listings | 43 | 39 | - 9.3% | 181 | 201 | + 11.0% |

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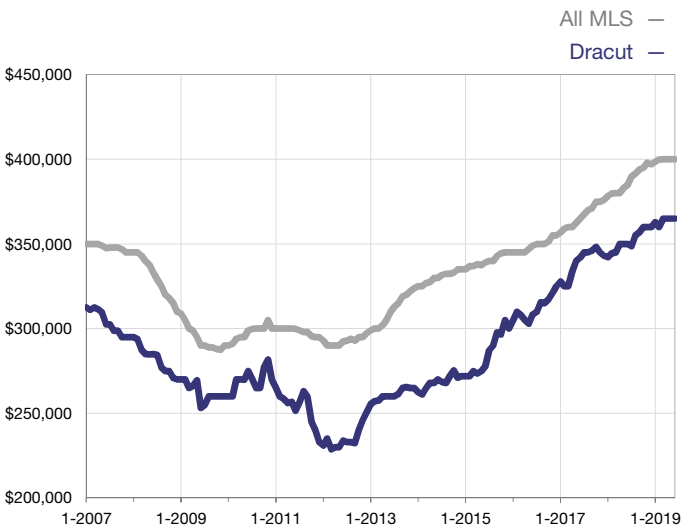
Condominium Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 26 | 12 | - 53.8% | 110 | 78 | - 29.1% |
| Closed Sales | 23 | 20 | - 13.0% | 91 | 70 | - 23.1% |
| Median Sales Price* | \$190,000 | \$236,200 | + 24.3% | \$210,000 | \$222,000 | + 5.7% |
| Inventory of Homes for Sale | 15 | 3 | - 80.0% | -- | -- | -- |
| Months Supply of Inventory | 1.0 | 0.2 | - 80.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 20 | 22 | + 10.0% | 33 | 38 | + 15.2% |
| Percent of Original List Price Received* | 99.3% | 101.1% | + 1.8% | 99.8% | 100.4% | + 0.6% |
| New Listings | 19 | 10 | - 47.4% | 114 | 76 | - 33.3% |

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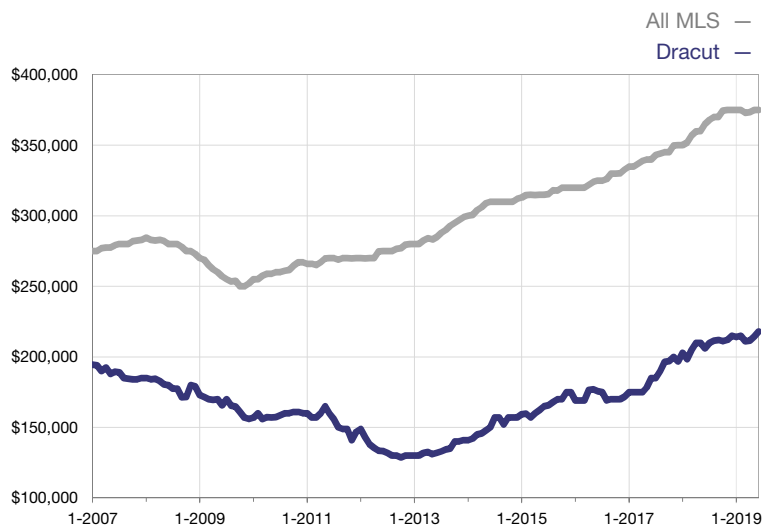
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dunstable

Single-Family Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 1 | 8 | + 700.0% | 30 | 26 | - 13.3% |
| Closed Sales | 5 | 9 | + 80.0% | 18 | 18 | 0.0% |
| Median Sales Price* | \$560,000 | \$592,000 | + 5.7% | \$615,000 | \$569,250 | - 7.4% |
| Inventory of Homes for Sale | 17 | 14 | - 17.6% | -- | -- | -- |
| Months Supply of Inventory | 4.1 | 3.0 | - 26.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 28 | 36 | + 28.6% | 47 | 58 | + 23.4% |
| Percent of Original List Price Received* | 105.1% | 99.4% | - 5.4% | 101.1% | 97.9% | - 3.2% |
| New Listings | 6 | 7 | + 16.7% | 43 | 36 | - 16.3% |

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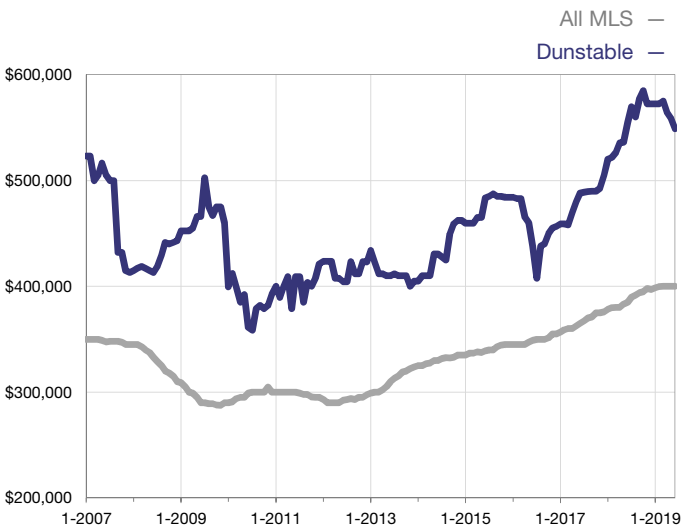
Condominium Properties

| Key Metrics | June | | | Year to Date | | |
|--|------|------------|-------|--------------|------------|-------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 0 | 0 | -- | 0 | 0 | -- |
| Closed Sales | 0 | 0 | -- | 0 | 0 | -- |
| Median Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Inventory of Homes for Sale | 0 | 0 | -- | -- | -- | -- |
| Months Supply of Inventory | 0.0 | 0.0 | -- | -- | -- | -- |
| Cumulative Days on Market Until Sale | 0 | 0 | -- | 0 | 0 | -- |
| Percent of Original List Price Received* | 0.0% | 0.0% | -- | 0.0% | 0.0% | -- |
| New Listings | 0 | 0 | -- | 0 | 0 | -- |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

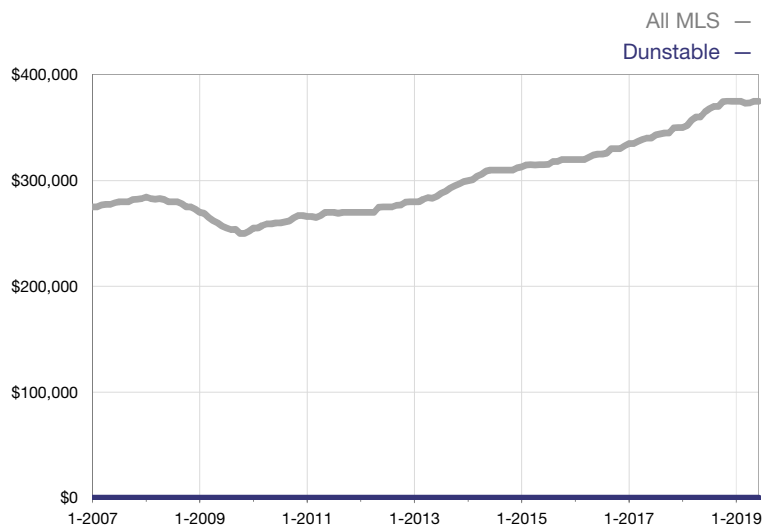
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lawrence

Single-Family Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 20 | 24 | + 20.0% | 110 | 137 | + 24.5% |
| Closed Sales | 24 | 32 | + 33.3% | 102 | 111 | + 8.8% |
| Median Sales Price* | \$295,000 | \$294,800 | - 0.1% | \$270,000 | \$289,900 | + 7.4% |
| Inventory of Homes for Sale | 43 | 29 | - 32.6% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 1.4 | - 39.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 34 | 39 | + 14.7% | 46 | 47 | + 2.2% |
| Percent of Original List Price Received* | 104.8% | 98.6% | - 5.9% | 101.2% | 98.6% | - 2.6% |
| New Listings | 31 | 31 | 0.0% | 142 | 154 | + 8.5% |

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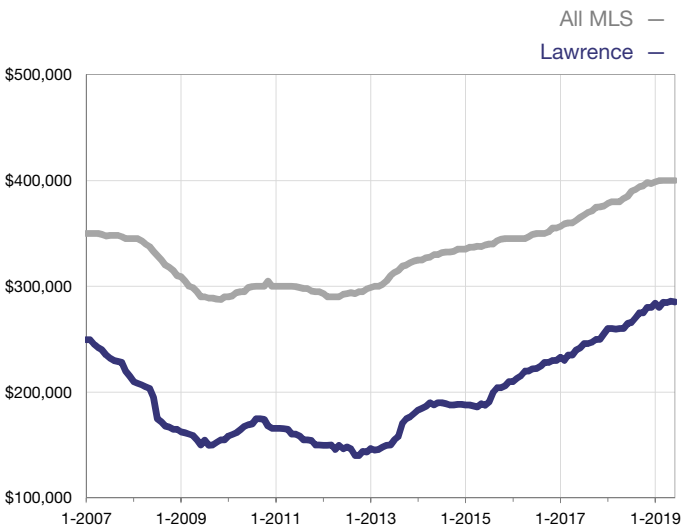
Condominium Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 7 | 4 | - 42.9% | 44 | 37 | - 15.9% |
| Closed Sales | 12 | 10 | - 16.7% | 36 | 37 | + 2.8% |
| Median Sales Price* | \$199,950 | \$212,500 | + 6.3% | \$157,500 | \$185,000 | + 17.5% |
| Inventory of Homes for Sale | 10 | 7 | - 30.0% | -- | -- | -- |
| Months Supply of Inventory | 1.4 | 1.1 | - 21.4% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 32 | 22 | - 31.3% | 46 | 28 | - 39.1% |
| Percent of Original List Price Received* | 99.6% | 100.5% | + 0.9% | 99.5% | 98.8% | - 0.7% |
| New Listings | 5 | 5 | 0.0% | 53 | 44 | - 17.0% |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

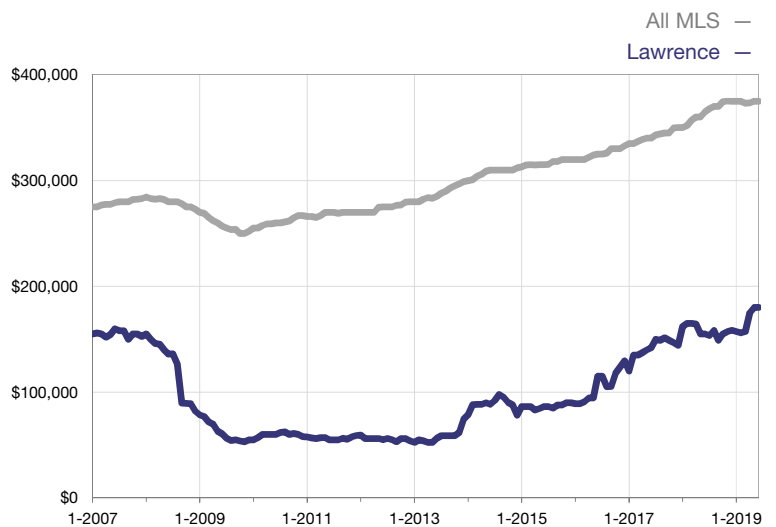
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Littleton

Single-Family Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 16 | 17 | + 6.3% | 73 | 81 | + 11.0% |
| Closed Sales | 21 | 19 | - 9.5% | 64 | 68 | + 6.3% |
| Median Sales Price* | \$540,000 | \$645,000 | + 19.4% | \$585,000 | \$530,500 | - 9.3% |
| Inventory of Homes for Sale | 27 | 27 | 0.0% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 2.5 | + 8.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 68 | 68 | 0.0% | 72 | 74 | + 2.8% |
| Percent of Original List Price Received* | 100.3% | 99.5% | - 0.8% | 98.5% | 98.4% | - 0.1% |
| New Listings | 20 | 25 | + 25.0% | 91 | 98 | + 7.7% |

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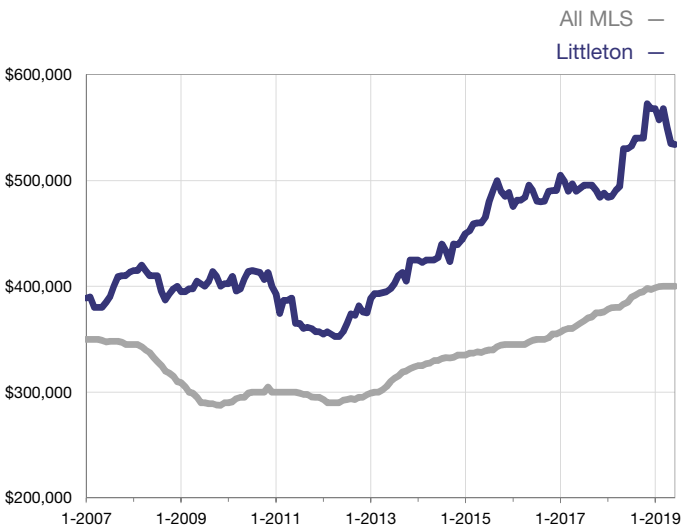
Condominium Properties

| Key Metrics | June | | | Year to Date | | |
|--|------|------------------|----------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 2 | 1 | - 50.0% | 5 | 5 | 0.0% |
| Closed Sales | 0 | 1 | -- | 3 | 3 | 0.0% |
| Median Sales Price* | \$0 | \$204,518 | -- | \$379,000 | \$235,000 | - 38.0% |
| Inventory of Homes for Sale | 2 | 0 | - 100.0% | -- | -- | -- |
| Months Supply of Inventory | 1.4 | 0.0 | - 100.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 0 | 18 | -- | 63 | 38 | - 39.7% |
| Percent of Original List Price Received* | 0.0% | 100.0% | -- | 99.3% | 97.0% | - 2.3% |
| New Listings | 2 | 1 | - 50.0% | 6 | 4 | - 33.3% |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

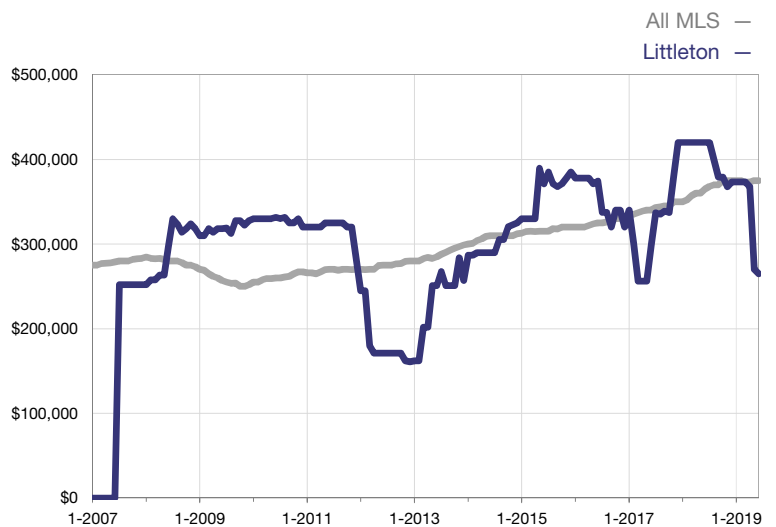
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lowell

Single-Family Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 46 | 54 | + 17.4% | 273 | 257 | - 5.9% |
| Closed Sales | 54 | 48 | - 11.1% | 252 | 203 | - 19.4% |
| Median Sales Price* | \$299,950 | \$323,500 | + 7.9% | \$300,000 | \$317,000 | + 5.7% |
| Inventory of Homes for Sale | 74 | 65 | - 12.2% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 1.6 | - 5.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 31 | 44 | + 41.9% | 39 | 50 | + 28.2% |
| Percent of Original List Price Received* | 99.4% | 99.7% | + 0.3% | 98.9% | 97.7% | - 1.2% |
| New Listings | 66 | 60 | - 9.1% | 334 | 310 | - 7.2% |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

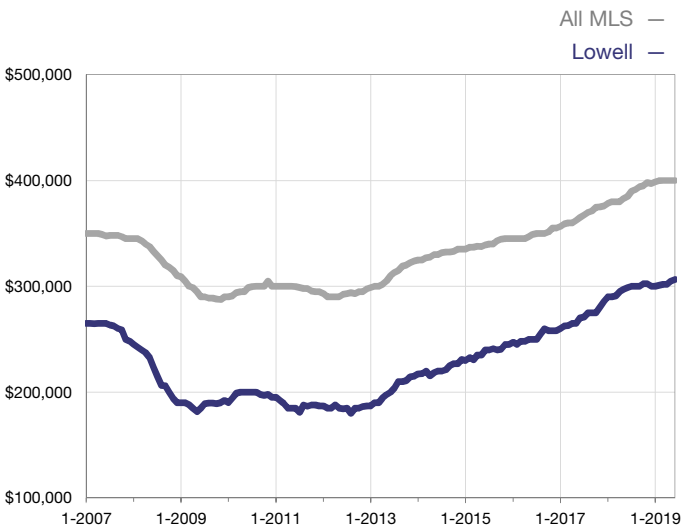
Condominium Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 37 | 39 | + 5.4% | 197 | 199 | + 1.0% |
| Closed Sales | 41 | 24 | - 41.5% | 176 | 153 | - 13.1% |
| Median Sales Price* | \$200,500 | \$240,500 | + 20.0% | \$191,500 | \$212,500 | + 11.0% |
| Inventory of Homes for Sale | 60 | 44 | - 26.7% | -- | -- | -- |
| Months Supply of Inventory | 2.0 | 1.6 | - 20.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 25 | 33 | + 32.0% | 37 | 57 | + 54.1% |
| Percent of Original List Price Received* | 100.1% | 99.6% | - 0.5% | 99.0% | 98.6% | - 0.4% |
| New Listings | 36 | 37 | + 2.8% | 240 | 207 | - 13.8% |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

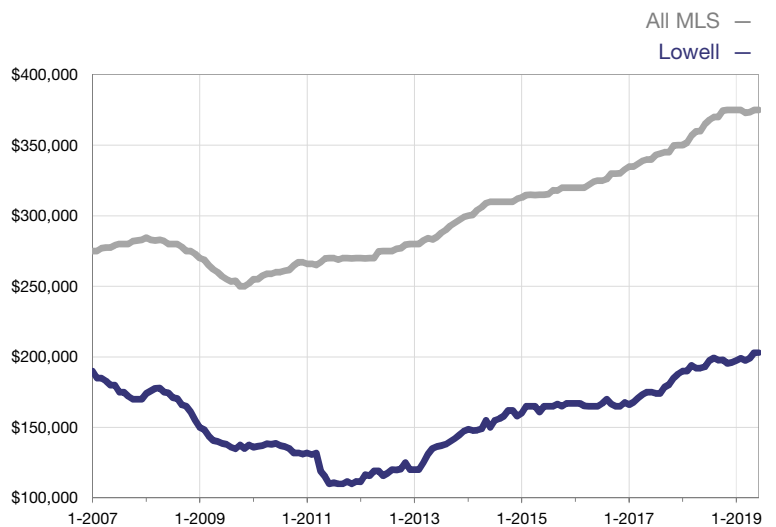
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Methuen

Single-Family Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 47 | 60 | + 27.7% | 228 | 251 | + 10.1% |
| Closed Sales | 57 | 50 | - 12.3% | 188 | 203 | + 8.0% |
| Median Sales Price* | \$365,000 | \$380,250 | + 4.2% | \$359,950 | \$370,000 | + 2.8% |
| Inventory of Homes for Sale | 94 | 63 | - 33.0% | -- | -- | -- |
| Months Supply of Inventory | 2.4 | 1.6 | - 33.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 34 | 37 | + 8.8% | 46 | 47 | + 2.2% |
| Percent of Original List Price Received* | 100.0% | 99.8% | - 0.2% | 98.6% | 98.9% | + 0.3% |
| New Listings | 63 | 66 | + 4.8% | 296 | 302 | + 2.0% |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

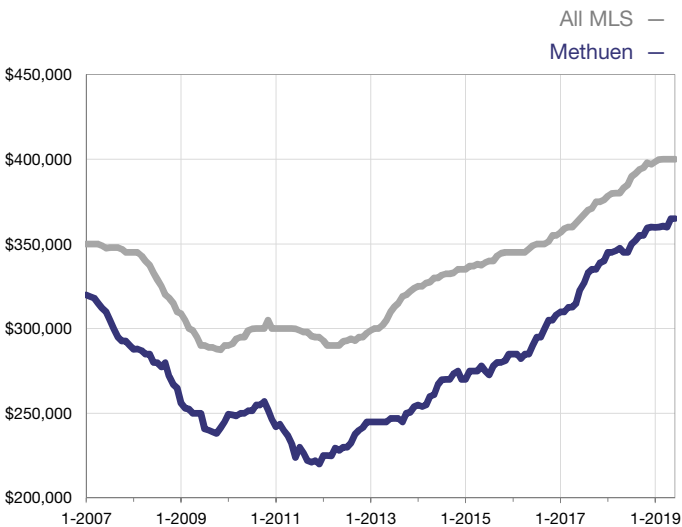
Condominium Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 14 | 14 | 0.0% | 80 | 96 | + 20.0% |
| Closed Sales | 16 | 20 | + 25.0% | 78 | 77 | - 1.3% |
| Median Sales Price* | \$211,400 | \$224,250 | + 6.1% | \$245,000 | \$243,750 | - 0.5% |
| Inventory of Homes for Sale | 37 | 21 | - 43.2% | -- | -- | -- |
| Months Supply of Inventory | 2.8 | 1.6 | - 42.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 33 | 30 | - 9.1% | 74 | 54 | - 27.0% |
| Percent of Original List Price Received* | 100.9% | 99.1% | - 1.8% | 99.9% | 99.8% | - 0.1% |
| New Listings | 23 | 11 | - 52.2% | 93 | 106 | + 14.0% |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

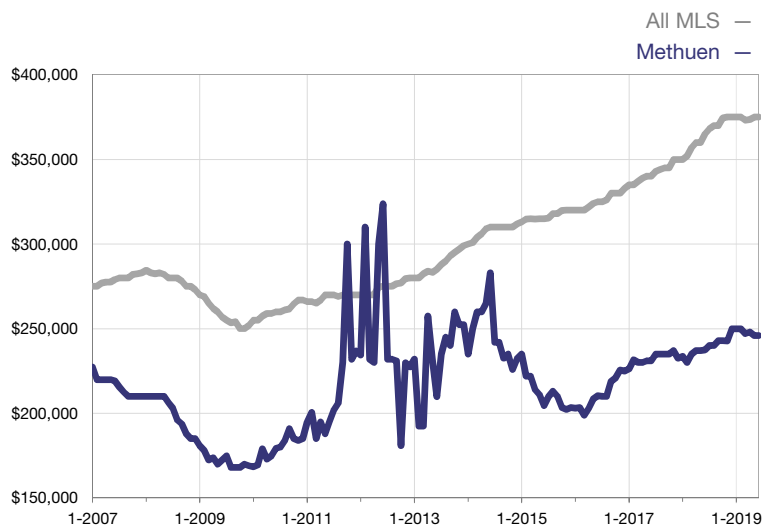
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2019

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North Andover

Single-Family Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 30 | 29 | - 3.3% | 135 | 121 | - 10.4% |
| Closed Sales | 34 | 28 | - 17.6% | 113 | 94 | - 16.8% |
| Median Sales Price* | \$647,500 | \$685,500 | + 5.9% | \$600,000 | \$609,950 | + 1.7% |
| Inventory of Homes for Sale | 57 | 46 | - 19.3% | -- | -- | -- |
| Months Supply of Inventory | 2.6 | 2.4 | - 7.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 41 | 49 | + 19.5% | 60 | 66 | + 10.0% |
| Percent of Original List Price Received* | 98.3% | 97.6% | - 0.7% | 97.7% | 97.3% | - 0.4% |
| New Listings | 43 | 29 | - 32.6% | 184 | 159 | - 13.6% |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

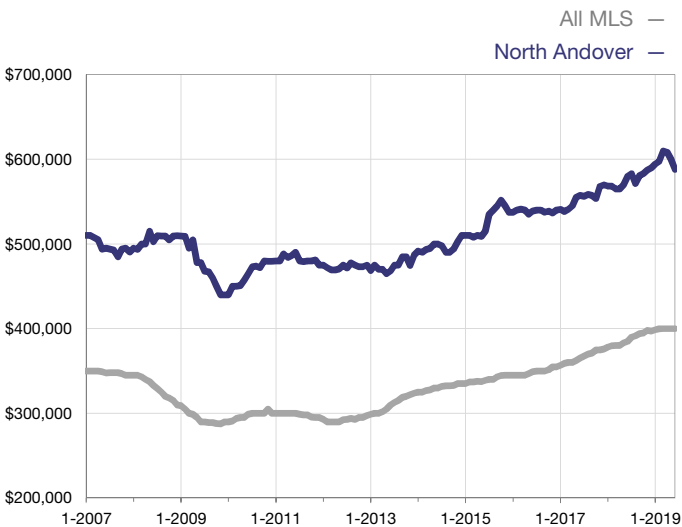
Condominium Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 15 | 20 | + 33.3% | 96 | 100 | + 4.2% |
| Closed Sales | 27 | 16 | - 40.7% | 91 | 84 | - 7.7% |
| Median Sales Price* | \$299,900 | \$279,500 | - 6.8% | \$260,000 | \$282,000 | + 8.5% |
| Inventory of Homes for Sale | 14 | 16 | + 14.3% | -- | -- | -- |
| Months Supply of Inventory | 1.0 | 1.1 | + 10.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 36 | 32 | - 11.1% | 41 | 46 | + 12.2% |
| Percent of Original List Price Received* | 98.7% | 100.1% | + 1.4% | 99.3% | 98.8% | - 0.5% |
| New Listings | 10 | 17 | + 70.0% | 108 | 108 | 0.0% |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

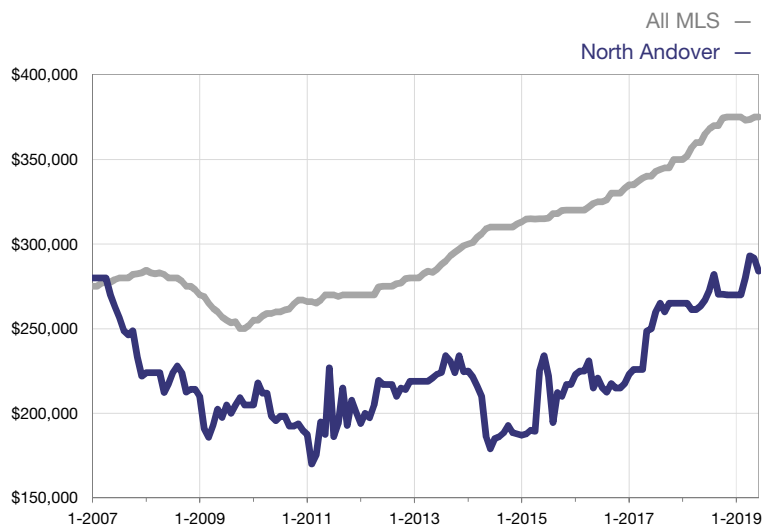
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2019

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Tewksbury

Single-Family Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 36 | 40 | + 11.1% | 155 | 150 | - 3.2% |
| Closed Sales | 38 | 30 | - 21.1% | 126 | 109 | - 13.5% |
| Median Sales Price* | \$461,000 | \$447,500 | - 2.9% | \$437,750 | \$450,000 | + 2.8% |
| Inventory of Homes for Sale | 33 | 44 | + 33.3% | -- | -- | -- |
| Months Supply of Inventory | 1.3 | 1.9 | + 46.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 34 | 21 | - 38.2% | 39 | 39 | 0.0% |
| Percent of Original List Price Received* | 102.9% | 100.7% | - 2.1% | 100.0% | 99.2% | - 0.8% |
| New Listings | 39 | 45 | + 15.4% | 174 | 195 | + 12.1% |

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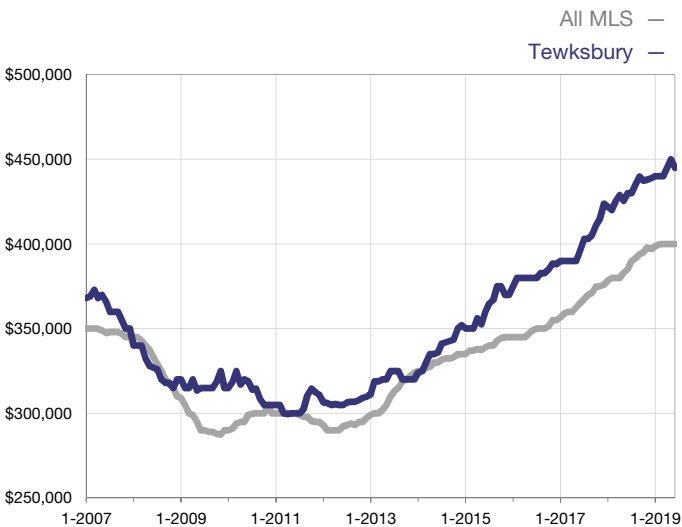
Condominium Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 14 | 16 | + 14.3% | 67 | 73 | + 9.0% |
| Closed Sales | 15 | 16 | + 6.7% | 51 | 62 | + 21.6% |
| Median Sales Price* | \$325,000 | \$330,000 | + 1.5% | \$339,200 | \$345,000 | + 1.7% |
| Inventory of Homes for Sale | 9 | 10 | + 11.1% | -- | -- | -- |
| Months Supply of Inventory | 0.8 | 0.9 | + 12.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 23 | 41 | + 78.3% | 33 | 43 | + 30.3% |
| Percent of Original List Price Received* | 101.7% | 98.5% | - 3.1% | 101.3% | 99.0% | - 2.3% |
| New Listings | 13 | 11 | - 15.4% | 72 | 81 | + 12.5% |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

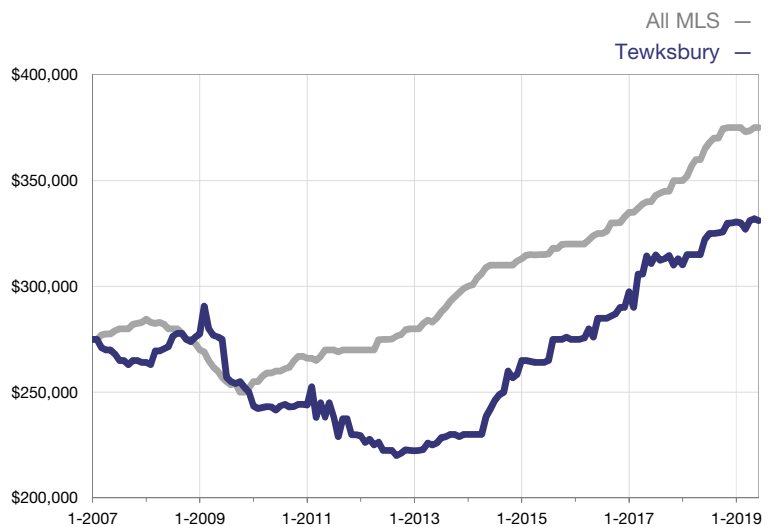
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2019

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Tyngsborough

Single-Family Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 20 | 13 | - 35.0% | 58 | 61 | + 5.2% |
| Closed Sales | 14 | 11 | - 21.4% | 47 | 58 | + 23.4% |
| Median Sales Price* | \$465,500 | \$357,500 | - 23.2% | \$419,900 | \$381,000 | - 9.3% |
| Inventory of Homes for Sale | 20 | 15 | - 25.0% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 1.5 | - 40.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 27 | 55 | + 103.7% | 36 | 57 | + 58.3% |
| Percent of Original List Price Received* | 99.9% | 97.1% | - 2.8% | 97.6% | 97.5% | - 0.1% |
| New Listings | 17 | 16 | - 5.9% | 73 | 68 | - 6.8% |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Condominium Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 11 | 8 | - 27.3% | 43 | 30 | - 30.2% |
| Closed Sales | 22 | 12 | - 45.5% | 33 | 36 | + 9.1% |
| Median Sales Price* | \$296,587 | \$319,165 | + 7.6% | \$293,674 | \$309,805 | + 5.5% |
| Inventory of Homes for Sale | 6 | 6 | 0.0% | -- | -- | -- |
| Months Supply of Inventory | 1.0 | 1.0 | 0.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 26 | 29 | + 11.5% | 30 | 40 | + 33.3% |
| Percent of Original List Price Received* | 100.7% | 100.6% | - 0.1% | 100.0% | 99.4% | - 0.6% |
| New Listings | 8 | 4 | - 50.0% | 46 | 30 | - 34.8% |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

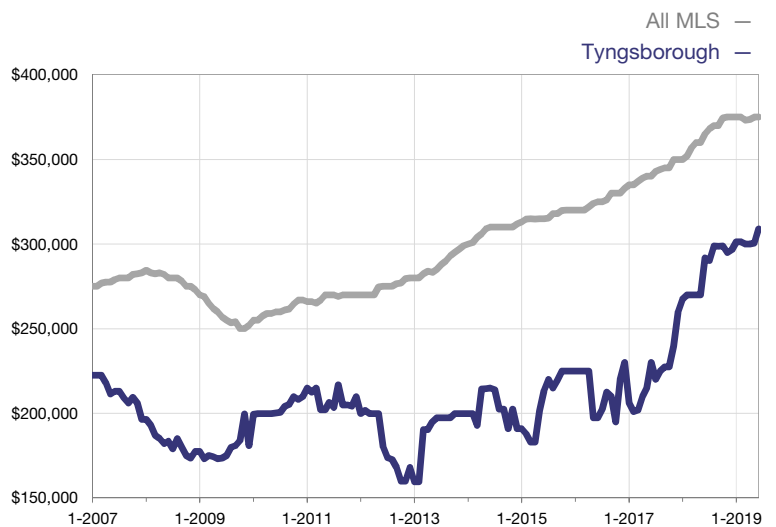
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2019

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Westford

Single-Family Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 30 | 32 | + 6.7% | 150 | 137 | - 8.7% |
| Closed Sales | 29 | 31 | + 6.9% | 119 | 109 | - 8.4% |
| Median Sales Price* | \$608,000 | \$625,000 | + 2.8% | \$579,900 | \$595,000 | + 2.6% |
| Inventory of Homes for Sale | 42 | 44 | + 4.8% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 2.2 | + 15.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 40 | 41 | + 2.5% | 52 | 60 | + 15.4% |
| Percent of Original List Price Received* | 99.7% | 98.3% | - 1.4% | 99.1% | 96.9% | - 2.2% |
| New Listings | 38 | 32 | - 15.8% | 189 | 168 | - 11.1% |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

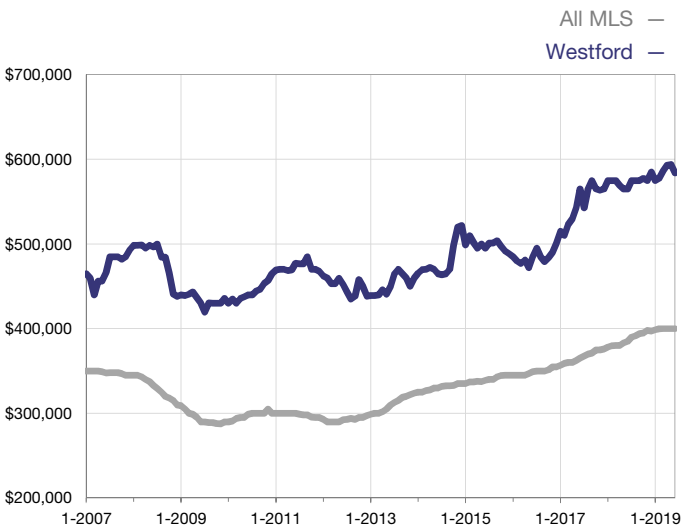
Condominium Properties

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 8 | 4 | - 50.0% | 36 | 34 | - 5.6% |
| Closed Sales | 7 | 6 | - 14.3% | 27 | 23 | - 14.8% |
| Median Sales Price* | \$250,000 | \$484,950 | + 94.0% | \$386,500 | \$379,750 | - 1.7% |
| Inventory of Homes for Sale | 9 | 28 | + 211.1% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 6.6 | + 214.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 17 | 68 | + 300.0% | 46 | 48 | + 4.3% |
| Percent of Original List Price Received* | 99.3% | 98.3% | - 1.0% | 98.8% | 97.7% | - 1.1% |
| New Listings | 4 | 12 | + 200.0% | 46 | 63 | + 37.0% |

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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